

Message Text

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ACTION NEA-10

INFO OCT-01 ISO-00 AID-05 CIAE-00 COME-00 EB-08 FRB-03
INR-07 NSAE-00 USIA-06 TRSE-00 XMB-02 OPIC-03 SP-02
LAB-04 SIL-01 OMB-01 NSC-05 SS-15 STR-04 CEA-01 PA-01
PRS-01 EUR-12 /092 W
-----030210 112725 /14

R 021340Z MAR 77
FM AMEMBASSY TEL AVIV
TO SECSTATE WASHDC 5094
INFO AMEMBASSY AMMAN
AMEMBASSY BEIRUT
AMEMBASSY CAIRO
AMEMBASSY DAMASCUS
AMEMBASSY JIDDA
AMCONSUL JERUSALEM

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E.O. 11652: N/A
TAGS: PFOR, ETRD, IS
SUBJECT: ARAB BOYCOTT

REFS: (A) TEL AVIV 792 (NOTAL); (B) TEL AVIV 1123

1. WE HAVE NOTED THAT WHEN REFERRING TO THE IMPACT OF THE ARAB BOYCOTT, GOI OFFICIALS SOMETIMES GIVE DIFFERENT EMPHASIS DEPENDING ON THE AUDIENCE. SPEAKING TO USG OFFICIALS OR U.S. AUDIENCES IN GENERAL, GOI OFFICIALS EMPHASIZE THE DAMAGE, OR POTENTIAL DAMAGE, BEING CAUSED TO ISRAEL BY THE ARAB BOYCOTT. THERE IS A TENDENCY TO BLAME THE BOYCOTT FOR ANY BUSINESS DEAL, BE IT A JOINT VENTURE, LICENSING, OR DIRECT SALE, WHICH DOES NOT GO THROUGH. THEY STRESS THE NEED FOR STRONG LEGISLATION TO ALLOW U.S. FIRMS TO TELL ARAB CUSTOMERS THAT THEY CANNOT LEGALLY COMPLY

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2. HOWEVER, WHEN ADDRESSING POTENTIAL EUROPEAN INVESTORS, GOI OFFICIALS TEND TO PLAY DOWN THE EFFECTIVENESS OF THE BOYCOTT. AS AN EXAMPLE, MOSHE MANDELBAUN, DIRECTOR GENERAL OF THE MINISTRY OF COMMERCE AND INDUSTRY, RECENTLY TOLD A VISITING GROUP: "ABOUT 250 FOREIGN FIRMS ARE FUNCTIONING IN ISRAEL, AND WE DON'T KNOW OF A SINGLE CASE OF A FIRM SUFFERING FROM THE ARAB BOYCOTT

BECAUSE OF ITS ACTIVITIES HERE." ECONOMIC JUSTIFICATION IS THE FINAL DETERMINANT FOR SUCH INVESTMENT IN ISRAEL, HE SAID.

3. COMMENT: THE DIFFERENT EMPHASIS FOLLOWS THE WELL-KNOWN BUSINESS ADAGE WHICH RECOMMENDS THAT ONE SEGMENT HIS POTENTIAL MARKET AND TAILOR HIS APPROACH TO EACH SEPARATE SEGMENT.
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Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: BOYCOTTS, BUSINESS FIRMS
Control Number: n/a
Copy: SINGLE
Sent Date: 02-Mar-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 22 May 2009
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1977TELAV01508
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D770072-0618
Format: TEL
From: TEL AVIV
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1977/newtext/t19770399/aaaadjpp.tel
Line Count: 71
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: ddbbd7be-c288-dd11-92da-001cc4696bcc
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Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
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Previous Handling Restrictions: n/a
Reference: 77 TEL AVIV 792, 77 TEL AVIV 1123
Retention: 0
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Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 3225549
Secure: OPEN
Status: NATIVE
Subject: ARAB BOYCOTT
TAGS: PFOR, ETRD, IS, XF
To: STATE
Type: TE
vdkgvwkey: odbc://SAS/SAS.dbo.SAS_Docs/ddbbd7be-c288-dd11-92da-001cc4696bcc
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